

# THE CU'S NEWS

Read All About It:

- Home Equity Rates Still Low
- New, Higher Money Market Tiers & Yields

the QUARTERLY NEWSLETTER for MEMBERS of the ATLANTIC FEDERAL CREDIT UNION FALL 2005

## 20,000 SURCHARGE-FREE ATMs NOW AVAILABLE NATIONWIDE



**A**tlantic Federal Members now have access to more than 20,000 surcharge-free ATMs across the U.S. and Canada through our affiliation with the Co-Op Network. Many of these ATMs in New Jersey also offer deposit-taking services.

The Co-Op Network is made up of participating credit unions nationwide.

The surcharge-free ATMs are located at credit union offices as well as in airports, malls, shopping centers, movie theatres as well as grocery and department stores.

To find a Co-Op ATM near you, go to our website at [www.atlfedcu.com](http://www.atlfedcu.com) and click on the Co-Op logo on the Credit Union's home page or call us.

## LAST CALL to VACATION ON US

Refer Family & Co-workers for Atlantic Federal Membership & Win an Exciting Hotel Package



**R**efer family members or co-workers to join Atlantic Federal Credit Union and you could win a free 3 day/2 night stay at a Marriott® Hotel of your choice. Choose from more than 250 locations. Take your trip anytime next year.

Here's how it works: With each new Member you recruit, your name will be entered into the drawing. The more Members you recruit, the greater your chances of winning the sweepstakes. It's that simple! And the new recruited Members will be entered into a separate drawing for a free vacation too.

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## NEW ATM/DEBIT CARDS ISSUED

**C**redit Union Members received new ATM/Debit cards during the past month as part of a network switch. Debit cards can be used to make purchases anywhere you see a Visa® logo. Both the Debit and ATM cards can be used at ATMs displaying any of the following logos: Visa®, Plus, Interlink and Co-Op. Most ATMs worldwide are part of one of these networks.



Our Member Merits Program is still in effect for assessing fees from our Credit Union's side. Premier Members can make 12 free withdrawals per month, Enhanced Members can make 10 free withdrawals per month and Value Members can make 8 free per month. There is a \$1 charge thereafter.

# NEW MONEY MARKET TIERS & HIGHER RATES MAKE SAVING MORE PROFITABLE



What's on your savings "must have" check list?

- High dividends
- Easy withdrawals\*
- Free checks
- Easy transfers to Checking & Savings\*
- No risk
- Federally insured

Open an Atlantic Federal Money Market Account & get all of the above.

Our Money Market Accounts feature premium dividend rates with total liquidity. In fact, we've raised the dividend rates just about every month lately. And we

lowered the balance requirements to earn those rates.

Balance	APY
\$ 2,000 to \$ 9,999 . . . .	1.50%
\$ 10,000 to \$ 24,999 . .	1.75%
\$ 25,000 to \$ 49,999 . .	2.00%
\$ 50,000+ . . . . .	2.25%

You can make up to six withdrawals or transfers each month from your Money Market Account. Deposits of any amount can be made, anytime. Open a Money Market Account with as little as \$2,000.

*Free Money Market checks give easy access to your funds.*

**Here's a great savings tip:**  
**Have a portion of your Direct Deposit automatically put in the account each pay period.**  
**Just ask us to set it up!**

Money Market balances count toward your Member Merits level. With Member Merits you earn rewards 567411 for using the Credit Union's products and services.

To open a Money Market Account, go to our website at [www.atlfedcu.com](http://www.atlfedcu.com) and click on "Investments" or give us a call us at: 1-800-222-1329.

\*This account must follow federal Reg D rules. 6 withdrawals or transfers are permitted each month.

## OUR @NYTIME FINANCIAL CENTER PUTS CONTROL of YOUR MONEY at YOUR FINGERTIPS

Our @nytime Financial Center lets you decide when and where to do your banking. Simply log on and in minutes you can transfer funds, check balances, pay your bills and view cleared checks. We think that once you start banking online you'll agree that the convenience and control you have over every dollar in every account is just what your busy

lifestyle needs. And @nytime Financial Center is safe and secure.

What are you waiting for? Give it a try and do it today! Sign up online by going to: [www.atlfedcu.com](http://www.atlfedcu.com).



### E-Statements Reduce Paper

Too much paper in your life? You can get your Credit Union statement and news electronically. With our e-statements, you'll receive a monthly e-mail notice that your statement is ready to be viewed. Open the e-mail, sign-in and view your statement. You can save each statement too. To sign up, go to our website at [www.atlfedcu.com](http://www.atlfedcu.com) and click on the e-statement icon.

## HOME EQUITY RATES *are* STILL LOW

**W**ith rates as low as 5.25%\* apr, a Home Equity Line of Credit is probably the most convenient and low-cost way to afford what you want most. Use a Home Equity Line of Credit for: college tuition payments, home improvements, a new car, consolidate bills. Interest is usually tax deductible too.\*\*

**This 5.25% apr rate is in effect through April 2006 and applies to current, outstanding balances and new advances.**

\* Annual percentage rate. Based on 80% loan to value. Other rates for higher loan values. Variable rate based on the prime rate plus or minus an index which is determined depending on loan to value & adjusted bi-annually as the prime rate changes. Loans limited to NJ and PA owner occupied 1-2 family dwellings. \*\* Consult your tax advisor.



## ATLANTIC FEDERAL *is the* KEY to YOUR NEXT CAR

**G**as prices have you wishing for a more fuel efficient vehicle? Worried that your present car might break down this winter? Whatever the reason for your vehicle purchase, this fall is a great time to buy. Our loan rates are still low and dealers are motivated to sell their inventory of:

- ☛ 2005 Leftovers
- ☛ New 2006 Models
- ☛ Pre-Owned Vehicles

We pledge to be your best financing source whether you're borrowing for

a new or used vehicle. And, we're your best financing source whether you're using a standard loan or Payment Advantage®, our lease alternative. Get a great purchase price from the dealer and combine it with a loan from the Credit Union at a lower rate than the dealer likely can offer.

**Up to 125% Financing with Tax, Title & Extended Warranty.**

**We'll Refinance an Existing Loan Too!\***

**G**et instant loan approval for your new or used car at our website:

[www.atlfedcu.com](http://www.atlfedcu.com). Or call us, toll free, at 1-800-222-1329 for a loan application.

\*AFCU loans not eligible for refinancing.

## SHOP *with* OUR VISA

**G**et our VISA® in time for holiday shopping. It has a special introductory rate that applies to all purchases, balance transfers and cash advances.

**Rates as low as: 4.9% apr\***

Other features include:

- No cash advance or balance transfer fees
- 25-day grace period on purchases
- Online account access
- Online secured shopping with Verified by VISA®



You can access your VISA account online and see past statements, transactions and make payments. To apply for a Credit Union VISA card, go to our website at [www.atlfedcu.com](http://www.atlfedcu.com). Or call us at 1-800-222-1329.

\*For the first 6 months. Afterwards, the rate will be indexed to The Wall Street Journal prime rate plus a margin based on Member's credit history. Rate quoted is the lowest rate for qualified applicants. Other rates are available and may apply based on credit worthiness.

## FROM YOUR CEO



**Fred Beckman,**  
*Treasurer & CEO*

I hope all of our Members had a safe and pleasant summer. There are a few topics I'd like to discuss as we enter the fall season. One near and dear to us all is....

***Our Approach to Interest Rates.*** Our Members aren't any different than other consumers. They want to pay as little interest as possible on their loans and earn as much as possible on their savings. In the perfect world, Members would earn more on their savings than they would pay to borrow.

Unfortunately, no financial institution would remain in business very long if they operated in this manner. Being "not-for-profit," we aim to maximize the interest that Members earn on their savings and minimize the interest charged on loans. Besides loan interest, our revenue comes from investments we make and a small amount of fee income - very small compared to banks which seem to continually come up with new fees for just about everything they do. Our philosophy has always been to limit fees. Even compared to other credit unions similar in size, we earn about 1/4th the amount they do on fees.

We use our revenue to pay operating expenses with the excess going back to Members as dividends (interest), after ensuring that we maintain a strong capital base. Lately we've seen a continual rise in short term interest rates (courtesy of the Federal Reserve Bank) which influences the interest we pay to Members. However, the longer term rates that determine our investment yields and fixed rate mortgage loans

haven't increased nearly as much. I assure you that we have the capital and reserves to keep our savings rates among the highest and our loan rates among the lowest. Speaking of which, you'll want to check out our....

***Home Equity and Car Loan Rates.*** Effective November 1, 2005, we will be increasing our Home Equity loan rates. We don't want to, but the current interest rate environment doesn't leave us much choice. However, the good news is that our rates will remain about the lowest you'll find. Don't believe me? See how many other financial institutions out there are charging 5.25% on an 80% Loan-to-Value Home Equity Line of Credit. And our Home Equity loan rates **will not change** for the next six months, regardless of how high the Federal Reserve increases rates. We only adjust Home Equity rates semi-annually on November 1 and May 1. You can transfer your existing loan balances with other banks at very little cost.

As for car loan rates, we had planned on raising rates a little but my loan department manager physically threatened me if we did! So we didn't raise rates. Check them out...also about as low as you'll find anywhere, especially pre-owned rates. As for car loans in general, consider.....

***Purchasing a Pre-Owned Car.*** This is a pretty good time to consider buying a used car. Not that it's a bad time to buy a new car, and some people who might otherwise buy a used car are buying new cars because of dealer incentives. The result is a glut of trade-ins on used car lots which causes their prices to decrease as well. You can probably also find some good deals on 2005 leftovers.

***Rate Riser CD.*** In this increasing interest rate environment, those Members with some funds to invest will want to consider our Rate Riser CD. It's a one year CD with a \$5,000 minimum pur-

chase. At anytime during that one year period, you can invest another minimum of \$5,000 and earn the one year CD rate existing at the time of the additional deposit on the combined amount for an additional one year from the date of the additional deposit. If you think rates may rise more than once during the initial one year period, you don't have to make the additional deposit on the first rate hike in the period....you can wait for any additional increases to occur. There is a limit of one rate riser deposit per CD.

***My Apology.*** We recently converted our ATM and debit card products from MasterCard to VISA to achieve a substantial savings for the membership in processing costs and the fact that we'll now be able to instantly issue new or replacement cards for our Members right in our Kenilworth or Newark offices. This involved a mass re-issue of cards to all of our Members. We made every attempt to make sure this switch was as simple as possible for our Members, and we thought we had planned for all possible contingencies.

Unfortunately, the outside company we used to help us in this process printed an erroneous phone number to call to activate the new cards. Needless to say, we received many phone calls in our Member Service department from some very confused (and a few irate) Members. Additionally, the ATM network that previously processed our cards took considerable time converting their system to accept our new card in some of their machines, resulting in the new cards not working in selected ATMs. These problems should have been corrected by now and I apologize to our membership for any problems they may have caused and I thank you for your patience.

I hope you have a pleasant fall season...

*Fred Beckman*

## CREDIT UNION ANNUAL MEETING

On May 1st, Atlantic Federal Credit Union celebrated its 70th Anniversary Annual Meeting at the Pine Manor in Edison, New Jersey. Members heard reports, saw a special 70th anniversary audio/visual presentation and enjoyed dinner and socializing. Below are a few photos of the event...



Above, left, 700 Members attended. Right, Mary Lee Kleinkauf, acting President of the New Jersey Credit Union League presents William Kennedy (center), Atlantic Federal Board Chairman and Fred Beckman, Treasurer & CEO, with a plaque commemorating the Credit Union's 70th anniversary.

Below, left, Board Member & Annual Meeting Chairman Howie Plunkett awards door prizes. Center, a lucky door prize winner draws the next name. Right, Bill Kennedy presents a scholarship to college-bound Gabriel Morocoima.



## CREDIT UNION DAY COLORING CONTEST

**T**hursday, October 20th is International Credit Union Day. Atlantic Federal will join the more than 40,000 credit unions worldwide to thank Members for being part of the Credit Union difference. Members are invited to stop in the Kenilworth office for special treats that day.

In conjunction with International Credit Union Day, Atlantic Federal is sponsoring a coloring contest for all Members and children or grandchildren of Members age 12 and under.



Stop by an Atlantic Federal Credit Union branch or visit our website to obtain a coloring sheet. To enter, color the picture and return it to any branch. Deadline for entries is Monday, November 14.

One winner will be selected for each age group: up to 5 years old, 5-8 years old and 8-12 years old.

**W**inners will receive a \$25 gift check. Employees and family members of Atlantic Federal Credit Union and its Board are not eligible. Limit one entry per child.



## HOLIDAY LOANS

Need extra cash for the holidays? Borrow up to \$1,000 with a Credit Union Holiday Loan.

*Your first payment isn't due until February 2006.*

Take up to one year to repay. Apply November 1 through December 31.

## SCHOLARSHIP APPLICATIONS

**A**tantic Federal has joined a state-wide scholarship program sponsored by the New Jersey Credit Union League. Now, graduating high school seniors who are Members of Atlantic Federal will compete with students from other credit unions across New Jersey. They will be judged on academic performance, extra-curricular and community activities, references, and personal goals.



Applications wont be available until December but you can call Carla or Laura at 1-800-222-1329, ext. 512 or 509 to be wait-listed for one.

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Let your family and co-workers from our member companies get the benefit of Credit Union membership. For a list of member companies, go to our website under "Membership Eligibility."

**And don't forget that anyone who lives, works, worships, attends school, volunteers or regularly does business in the City of Newark is eligible too!**

Clip and return the coupon below or log on to Atlantic Federal's website at [www.atlfedcu.com](http://www.atlfedcu.com) to make referrals. The Credit Union will send everyone you've referred a membership package.

**Hurry! The deadline for referrals is October 31, 2005.**



### New Member Referral Coupon

Please print. Photocopy for more names.

Name of Person You're Referring

Their Mailing Address

City State ZIP

Your Name

Your Credit Union Account # / Your Phone #

Return to: Atlantic Federal Credit Union  
37 Market Street Kenilworth, NJ 07033  
Or, fax to: (908) 245-0680 / Or submit at: [www.atlfedcu.com](http://www.atlfedcu.com)

Who's eligible for Atlantic Federal Membership? Family members including spouse, children, siblings, parents, grandparents & grandchildren. Anyone living in your household (even if unrelated). Also, your co-workers at companies within Atlantic Federal's field of membership may join. Also, if you live, work, worship, attend school or regularly do business in Newark, New Jersey.

Employees and officials of Atlantic Federal Credit Union and their families are not eligible to enter giveaway drawing. Specifics of the hotel packages are available at the Credit Union.

## Open a 2006 Holiday Club Account Now

Do you come up short on 773570 holiday cash every year?

Why not open a Holiday Club so you can save a little bit each payday toward holiday expenses. You can open a Holiday Club for any dollar amount.

To open a Club, go to our website: [www.atlfedcu.com](http://www.atlfedcu.com) or give us a call at 1-800-222-1329.

If you have a Club(s) maturing this October, you will automatically be enrolled for next year's Holiday Club.

## Holiday Clubs Mature

*2006 Holiday Clubs will mature on October 12.*

Proceeds with interest will be transferred to your Savings Account for withdrawal by ATMs, Quick Draw or by faxed request to the Credit Union.

## Holiday Toy Donations

In the holiday spirit of giving, Atlantic Federal will once again collect toys for needy children. Drop your unwrapped gift off at any Atlantic Federal branch.



## \$ 25 - \$ 100 Rewards

Find your Account Number in this issue of The CU's News & call: (908) 245-1750, ext. 512. \$25 will be added to your Share Savings Account. \$100 will be added if you have an active Checking Account.

## Holiday Closings:

- Monday, October 10 for Columbus Day
- Friday, November 11 for Veterans Day
- Thursday, November 24 for Thanksgiving
- Monday, December 26 for Christmas Observed
- Monday, January 2 for New Years Observed



**ATLANTIC FEDERAL CREDIT UNION**

*"Service Excellence All the Time"*



Phone: (908) 245-1750

Toll Free: 1-800-222-1329

Fax: (908) 245-0680

**Kenilworth:** 37 Market Street  
Kenilworth, NJ 07033

Hours: M-F 8 am till 5 pm / Thurs. till 6:30 pm  
Sat. 9 am till Noon

**Newark:** 570 Broad St., Newark, NJ 07102  
Hours: M-W 8:30 am till 4:30 pm / Thurs. & Fri. till 5 pm

**Elizabeth:** Trinitas Hospital -  
210 Williamson St. Elizabeth, NJ 07201  
Hours: M-F / 9 am till 4 pm

Serving Only Verizon Wireless Employees:

**Bedminster:** 180 Washington Valley Rd. 3rd Fl.  
Bedminster NJ 07921  
Hours: Tuesdays & Fridays 8:30 am till 4 pm

**Orangeburg:** 2000 Corporate Drive  
Orangeburg NY 10962  
Hours: Monday - Friday 9:30 am till 2:30 pm

**Warren:** 30 Independence Blvd.  
Warren NJ 07059  
Hours: Monday, Wednesday, Thursday 8:30 am till 4 pm

■ **Web Site - [www.atlfedcu.com](http://www.atlfedcu.com)**

■ **E-mail for Member Service - [info@atlfedcu.com](mailto:info@atlfedcu.com)**

■ **E-mail for IRAs & CDs - [renee@atlfedcu.com](mailto:renee@atlfedcu.com)**

■ **Quick Draw - (908) 245-0404**  
Or press 1 after calling the C.U.'s main number.